

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 03605 260743Z

16

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 082908

R 251515Z JUL 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 5204

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 3605

FOR: BIC/OIM:CAYA/BEIRING

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: AVIATION SHOW PROCUREMENT STATUS

1. STC AWAITING RESULTS OF OIM FOLLOW-UP ON

- A) CHANNING-HAMILTON CORP. (STOCKHOLMS 3404)
- B) GUIDANCE TECHNOLOGY INC. (3369)
- C) UNIT RIG & EQUIPMENT CO. (3073)
- D) BROOKS & PERKINS INTL. INC. (2399)

2. FOLLOWING REPRESENTATIVES OF LEADS RECEIVED
FROM OIM UNABLE DECIDE DUE TO VACATION SEASON:

- A) TRIO LABORATOREIS INC. (DAHLSTEDT OF NOACK AB
BACK AUGUST 4) B) KOLLSMAN INSTRUMENT CO. (NO
REPLY, AVICRAFT OFFICE PRESUMABLY CLOSED IN JULY)
- C) CUSHMAN ELECTRONICS (ISLANDER OF SCANDIA METRIC
AB BACK ON JULY 28) D) LOCAL SUBSIDIARY HEWLETT-
SHOWED INTEREST BUT DECISION DELAYED UNTIL AFTER
JULY VACATION.

3. BJARNHOLT OF AVIATION PRODUCTS AB DESCRIBED
HIMSELF FYI AS CONSULTANT TO HAMILTON STANDARD.
HIS ATTITUDE TO SHOW IS POSITIVE AND WILL MAN BOOTH
BUT EXPECTS FULL FINANCIAL CONTRIBUTION PLUS EXHIBIT
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 03605 260743Z

MATERIAL FROM PRINCIPAL. OIM PLEASE ASCERTAIN HAMILTON'S

WILLINGNESS TO SUPPORT AND COLLECT FEE IF POSSIBLE.

4. SIWRING OF LES KONSULT AB VERY INTERESTED IN PARTICIPATING FOR COMMUNICATIONS COMPONENTS CORP. AND ALSO CIR INDUSTRIES INTL. INC. OF SAN DIEGO, AND BENDIX CORPORATION. STC WILL COLLECT FEE FOR MULTI-ACCOUNT BOOTH.

5. BRIAN SCOTT OF SYSTRON-DONNER LTD. (U.K.) WROTE STC DECLINING PARTICIPATION BECAUSE QUOTE UNFORTUNATELY THIS PARTICULAR EVENT DOES NOT APPEAR TO BE IN KEEPING WITH OUR CURRENT ACTIVITIES UNQUOTE.

6. BUSINESS JET SWEDEN AB, MULTI-ACCOUNT PARTICIPANT IN STC FEBRUARY LEISURE TIME SHOW, SHOWS GOOD INTEREST IN PARTICIPATING, HAS DISCUSSED WITH JOHN WAGNER OF CESSNA EUROPEAN MARKETING CENTER, BRUSSELS, AND REQUESTED STC SEND KIT TO WAGNER.

7. REF. USDOC 10869 PARAGRAPH 1, DEREK MCCOOL OF BRANDT & CO. AB VISITED STC JULY 24, CONFIRMED BRANDT WILL SIGN PA FOR WILLCOX, AEROCAM, SEFVO CORP., AND KOLLSMAN INSTRUMENT CORP. BRANDT HAS NOT RECEIVED ANY SIGN OF INTEREST FROM SPERRY FLIGHT SYSTEMS.

8. WE HAVE, AS MAIN PROCUREMENT EFFORT AT THIS END, ON JULY 24 MAILED FULL KITS TO FOLLOWING COMPANY OFFICES (U.S. PRINCIPALS IN BRACKETS) EXTRACTED FROM STC AGENT REGISTER AND ALSO PARIS AIR SHOW U.S. PAVILION CATALOG: 1) DECCA NAVIGATOR & RADAR AB, AND E-SYSTEMS INC. BRUSSELS OFFICE (E-SYSTEMS INC.) 2) OSTERMANS AERO AB (LARGE NUMBER OF PRINCIPALS) 3) DUELLS AERO AB (AERO PRODUCTS RESEARCH) 4) COLLINDER AIRTRAINING AB (AVIATECH INC.) 5) J. LAGERCRANTZ KB (COLLINS RADIO CO.) 6) ERIK FERNER AB (DORNE & MARGOLIN INC., LITTON INDUSTRIES INC., RCA) 7) SVENSKA RADIO AB (GEC) 8) SVENSK FLYGTJANST AB (LOCKHEED GEORGIA CO.) 9) NYGE AERO AB (NUMEROUS AGENCIES) 19) AERO MATERIAL AB (MOSTEK CORP.) 11) MOTOROLA COMMUNICATIONS DIVISION AB. 12) ALLHABO AB (NORDEN DIV. UNITED AIRCRAFT UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STOCKH 03605 260743Z

13) TLS PRODUKTER AB (ROBURN AGENCIES, NY) 14) ETAV AB (SANDERSON TIMES-MIRROR INC.) 15) C.A. CLASE AB (SPERRY GYROSCOPE DIV.) 16) SALEN & WIKANDER TEKNIK-IMPORT AB (NUMEROUS AGENCIES) 17) WIRO AB (STROFLEX INC.) 18) SCANDINAVIAN AIRCRAFT CORP. AB 19) BURROUGHS S.A. FEDERAL & SPECIAL SYSTEMS GROUP, FRANCE 20) TEKELEC-AIRTRONIC, SEVRES, FRANCE (DACO INSTRUMENT CO.) 21) H. DAUBER ASSOCIATES, MUNICH (DBA SYSTEMS

INC.) 22) J. HADLAND (EUROPE) B.V., ZAANDAM, HOLLAND
(ECHO SCIENCE INC. 23) AB TRACO FORSAJNING
(ELECTRONIC COMMUNICATIONS INC.) 24) GYLLING TELEDATA
AB (GTE SYLVANIA ELECTRONIC SYSTEMS GROUP) 25) DATA-
METRIX AB (HAZELTINE CORP.) 26) HONEYWELL S.A.
AEROSPACE & DEFENCE GROUP, BRUSSELS; 27) INTL.
HARVESTER EXPORT CO., COPENHAGEN; 28) ITP FRANCE S.A.,
TOURNAN-EN-BRIE, FRANCE (INTL. TECHNICAL PRODUCTS
GROUP INC.) 29) APPLIED TECHNOLOGY CO. LTD., HEATHROW
AIRPORT, LONDON (PF INDUSTRIES INC.) 30) RCA AVIATION
EQUIPMENT DEPT., GENEVA AIRPORT, SWITZERLAND; 31) REA
INTL. B.V., SCHIPOL AIRPORT, HOLLAND; 32) SERVO CORP.
OF AMERICA INTL. DIV., PULLY, SWITZERLAND; 33) CASRAM,
CANNES, FRANCE (SUNAIR ELECTRONICS INC.) 34) AVIRADIO
AEROMARITIME-FRANCE, AEROPORT DE TOUSSUS-LE-NOBLE,
FRANCE (SYMBOLIC DISPLAYS INC.) 35) TEXAS INSTRUMENTS
SWEDEN AB (T.I. EQUIPMENT GROUP) 36) WESTINGHOUSE
DEFENCE & PUBLIC SYSTEMS CROP., LONDON, ENGLAND
(WESTINGHOUSE ELECTRIC CORP. DEFENCE & PUBLIC SYSTEMS
GROUP) 37) TECHNITRON S.A., PARIS (SINGER CO.
SIMULATION PRODUCTS DIVISON).

9. WILL REPORT AS REPLIES RECEIVED. MEANWHILE, WOULD APPRECIATE
ANY COMMENTS YOU MIGHT HAVE ON AGREEMENTS SIGNED
BY U.S. FIRMS WITH THE SWEDISH AGENTS LISTED OUR
2520 OF MAY 23 ON PARIS AIR SHOW, SWEDISH AGENT
INTEREST. SUCH COMMENTS MAY BE HELPFUL TO STC IN
NAILING DOWN PAS THIS END. STRAUSZ-HUPE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STOCKH03605
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750258-1095
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750720/aaaaaroa.tel
Line Count: 143
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 10 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 MAR 2003 by ThomasVJ>; APPROVED <15 MAR 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AVIATION SHOW PROCUREMENT STATUS
TAGS: BEXP, SW
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006